

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Jacobs Engineering Group

PARTNER/VAD NAME:

SECTION I - Approval Requests:

HQAPP Requests:

1. 73.2% Discount
2. Technical Support Cap for Years 1 and 2; Support increase not to exceed 5% in Years 3, 4, and 5
3. 10 Days of Consulting at the rate of \$1470/Day (not approved by KB. Discount level is ok, but this needs to be sold business as usual. So discount to 73.2%) on license to fund this if needed, but can't do via je)
4. Tiered Price Hold for 3 years entire price list (except collab suite, ebus suite) based on net license fees paid. 1st tier is 50%. 2nd tier after an additional 1 million dollars in net license fees discount is 72%. Discounts will not be retroactively applied. So customer must spend 1m net license, and then anything past that will be 72%.

TIER 1 Requests:

1. 73.2% Discount
2. Technical Support Cap for Years 1 and 2; Support increase not to exceed 5% in Years 3, 4, and 5
3. 10 Days of Consulting at the rate of \$1470/Day
4. Tiered Price Hold for 3 years entire price list (except collab suite, ebus suite) based on net license fees paid. 1st tier is 50%. 2nd tier after an additional 1 million dollars in net license fees discount is 72%

TIER 2/3 Requests:

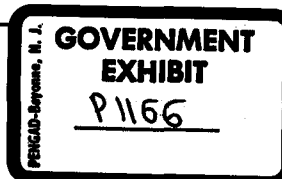
- 1.
- 2.

Previously approved requests (include date of approval):

- 1.
- 2.

SECTION II – Deal Summary:

Deal Summary	
Programs	Human Resources, Self Service Human Resources, Time & Labor, iLearning, and Self-Service Tutor
License Discount	73.2% (ebiz + 48)
Support Discount	73.2% (ebiz + 48)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO and Priscilla Morgan for review.
Support Options/Holds	Technical Support Cap for Years 1 and 2; Support increase not to exceed 5% in Years 3, 4, and 5
Price Holds	Tiered Price Hold, 3 years entire price list except both suites
List License	\$1,530,000.00
List Support	\$336,600.00



List Comp & Admin	
Net License	\$410,830
Net Support	\$93,500.00
Net Comp & Admin	
Net Total Price	\$504,330
Price List Used	07-NOV-02

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	%
Date of Price List for price hold	November 7, 2002
When does price hold expire?	November 7, 2005
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	Entire Price List
Name of Agreement if applicable	SLSA #24521623-MAY-96

SECTION III - Justification:

Jacobs is a long term Oracle financials/projects customer. The Time Capture evaluation has been an incredibly competitive battle with Peoplesoft over the past 2 years with Peoplesoft in the lead since they are in production in one division at Jacobs. The OTL win helps Oracle's position for the HRMS win which will mean an additional 1 million dollars in license revenue next quarter. Peoplesoft currently is at an 80% discount and requires fewer users since they are currently licensed for a subset of the employee population. The tiered price hold for the entire price list is necessary to win this business. The CIO needs this flexibility in order to enforce an Oracle standard across all business within Jacobs. Jacobs is in an extremely low margin business with limited net income and ability to fund new technology projects. OTL is the 1st project approved in 20 months at Jacobs. This is the first new Oracle application sold into this account since 1997. We booked \$179,400 in license revenue last month for additional financial users which was discounted at 60%.

Recommendation: approve with kfapp mods

Submitted By: *Wellen, Gillespie, Block*

R: 11.23.2002

C: 11.23.2002

L: 11.23.2002

A: 11.23

BP: ra